

Message Text

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ACTION EUR-12

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UNCLAS MOSCOW 08192

USDOC FOR BEWT/TDAD (STECHSCHULTE)

E.O. 11652: N/A
TAGS: EEWT, EIND, UR
SUBJECT: INGERSOLL MILLING MACHINE CO. COMPETING FOR
NEW ENGINE MILLING LINE AT YAROSLAVL

1. DURING STANKI II SHOW, INGERSOLL VICE PRESIDENT
ROBERT C. BOWEN DISCUSSED ONGOING NEGOTIATIONS HIS
FIRM IS HAVING WITH SOVIETS ABOUT NEW MILLING LINE AT
YAROSLAVL DIESEL ENGINE PLANT. LINE WOULD ACCOMMODATE
EIGHT-AND-TEN-CYLINDER DIESELS AND WOULD COST ABOUT
\$12 MILLION. PROBLEM FOR INGERSOLL CENTERS ON DELIVERY.
SOVIETS WANT EQUIPMENT SHIPPED BY END OF THIS YEAR.
EARLIEST INGERSOLL CAN OFFER IS MID-1980 DUE BACK-LOGS
ON FIRM'S ORDER BOOKS. ALTHOUGH LATER DELIVERY MAY
COST THEM CONTRACT, BOWEN DID NOT SEEM OVERLY CONCERNED.
HE STATED THAT DOMESTIC U.S. ORDERS ARE VERY HEAVY, AND
FROM MAJOR BUYERS, INCLUDING DETROIT AUTO-MAKERS.

2. SOVIETS HAVE ALSO INQUIRED ABOUT INGERSOLL'S
INTEREST IN SUPPLYING NEW MACHINING LINE AT TOGLIATTI
TO PRODUCE ENGINES FOR JEEP-LIKE VEHICLE, THE NIVA.

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3. COMMENT: INGERSOLL RELATIONSHIP WITH SOVIETS IS
GOOD EXAMPLE OF LATTER'S PREFERENCE FOR PROVEN COMPANIES.
DEPT WILL RECALL THAT INGERSOLL INSTALLED MACHINING LINE
AT KAMA. TO GIVE IDEA OF INGERSOLL'S NONCHALANCE
RE EXPORTING TO SOVIET UNION, VP BOWEN SAID HE WAS
QUOTE SURPRISED UNQUOTE AT AMOUNT OF POTENTIAL SALES
HIS COMPANY MIGHT EVENTUALLY LAND IN USSR. TOON

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